As 2019 begins, San Francisco is closer than ever to achieving our goal of zero: zero new HIV infections, zero AIDS-related deaths, and zero HIV stigma.

According to the San Francisco Department of Public Health, in 2017, there were 221 San Franciscans diagnosed with HIV—a incredible 58% decline over the last decade, and nearly three-quarters of the 16,000 people living with HIV in San Francisco are virally suppressed.

San Francisco AIDS Foundation is proud of the leadership we have provided to help end the AIDS epidemic throughout our 37 years of service to the community, including providing free-of-charge services to more than 25,000 people this past year. But, we also know that our work must continue to evolve in order to meet the changing needs of our community, especially in these times that are anything but normal.

The fight to end AIDS has never just been just a public health issue; it is and always has been a social justice issue. To achieve our ambitious goal of zero, our city must ensure that everyone can exercise the same rights. Rights like health care, housing and freedom from discrimination. In order to end the AIDS epidemic, we must fight to undo the systems of oppression that bar people from being healthy.

Guided by our commitment to health equity, this past year, we continued to expand our services for communities that experience disparities in HIV infections and deaths because we know that 221 diagnoses is still 221 too many. As you will read in the following report, we successfully engaged more people of color into our prevention programming and we provided more social support services for long-term survivors. We grew our syringe access and disposal efforts, and successfully advocated for housing and other policies that address the systemic barriers our community faces.

Our accomplishments would not be possible without our partners, volunteers and donors, who have made vital contributions toward our vision of ending AIDS. We look forward to deepening our work together in the years ahead as there is much to be excited about on the horizon.

In summer 2019, we look forward to sharing our new strategic plan with you. This bold plan will serve as a roadmap for addressing the disparities in sexual health and substance use through expanded services, advocacy and partnerships.

Then in July 2020, our city in collaboration with Oakland will host the International AIDS Conference. This will be the first time the conference will be back in the Bay Area in over 30 years. The conference will give us an incredible opportunity to celebrate our progress, build long-standing partnerships across the Bay, and remind the world that AIDS is not over.

Thank you for your support and partnership. Together, we will prove that anything is possible when we act together. Even ending AIDS.

With gratitude,

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San Francisco can be the first U.S. city to end the local HIV epidemic. Since 1982, we’ve worked to radically reduce new infections and help people living with HIV achieve viral suppression because we refuse to accept that HIV is inevitable.

Our work is guided by three ambitious, interconnected goals.

1. **Build healthier communities** by fostering personal resilience and social support.

2. **Reduce new HIV diagnoses** to fewer than 100 per year in San Francisco by 2019.

3. **Ensure that at least 80%** of all HIV-positive San Franciscans are virally suppressed in order to improve their health and lifespan.
Our work in 2018 faced challenges in a changing landscape, as San Francisco saw two new mayors and a deepening opioid and overdose epidemic. Meanwhile, chaos in Washington, D.C. continued to threaten access to care for countless people living with or at risk for HIV.

Data released by the San Francisco Department of Public Health underscored local progress toward ending the HIV epidemic, but also showed growing health disparities related to new HIV infections and access to HIV treatment.

Disparities continue to be especially pronounced within communities of color, people experiencing poverty and homelessness, transgender and gender non-binary individuals and people who use drugs and alcohol.

In 2018, more than 25,000 people accessed our programs and services that are intentionally built to serve these priority communities.

Our work addresses these concerns through five interconnected program areas.

Sexual Health
Substance & Behavioral Health
Engagement & Retention
Social Support
Policy & Public Education
Providing care specifically designed for our communities is what our sexual health services are known for. In 2018, we served more people than ever.

We launched QTPOC (Queer & Trans People of Color) at Strut, a weekly health and wellness initiative aimed at leveraging the full availability of services to communities most affected by health disparities. We expanded sexual health service offerings at both our Mid-Market and 6th Street Harm Reduction Center locations and increased our mobile testing efforts. Our navigation and benefits team reduced barriers to PrEP through same-day access, insurance and benefits enrollment and ongoing client support. In 2018, this included adding a dedicated case manager to assist clients experiencing barriers to PrEP adherence.

15,791 HIV tests were provided at all sites, an increase of 17% from the prior year.

1120% increase in encounters at Magnet Express, our rapid sexual health screening service in the Castro.

PrEP enrollment increased 32% among Black clients, 36% among Latino clients and 13% overall.
Substance use is one of many factors impacting HIV risk, and people living with HIV who inject drugs have the lowest viral suppression rate of any transmission category.

Our substance and behavioral health services are based on principles of harm reduction. We work in partnership with clients who use crystal meth, cocaine, heroin, alcohol and other drugs to help them create the goals that make sense in their lives.

In 2018, we increased citywide syringe disposal efforts, sending out teams 12 hours a day, 7 days a week. We expanded hepatitis C linkage to care efforts, increased hepatitis C treatment offerings at the 6th Street Harm Reduction Center — and launched a peer hepatitis C program designed to engage those who have completed treatment as partners in our work.

We expanded services available at our 6th Street Harm Reduction Center, increased substance use programming for people of color and armed community members with more overdose prevention supplies than ever before, resulting in more reported opioid reversals.

5,002 doses of the life-saving opioid overdose reversal medication **naloxone** were distributed

984 **lives saved** through overdose reversal training and distribution

96% of **The Stonewall Project** participants reported that the program helped them reach their harm reduction goals

52 people completed hepatitis C treatment and **were cured**

105 people enrolled in our hepatitis C **navigation services** to gain access to treatment

19% increase in clients participating in **PROP**, a contingency management program for gay, bi, queer and trans men who have sex with men and trans women who use methamphetamines

3 new groups were launched for **people who use substances**, specifically for people of color and people experiencing homelessness
A critical component of our work is ensuring people living with HIV have access to health care services, housing and public benefits. Through these services, we are helping people achieve viral suppression, ensuring better health outcomes and preventing new transmissions.

Our teams ensure access to housing through the provision of rental subsidies to people living with HIV and coordinate access to other public benefits including drug assistance programs, insurance and food services. Peer education, linkage to HIV care and ongoing support for newly diagnosed and out-of-care people living with HIV help increase or maintain viral suppression.

Our two Centers of Excellence work with clients who have co-occurring HIV, mental health and/or substance use diagnoses to provide intensive medical case management and other supportive services to improve viral suppression.

629 people gained access to housing subsidies and benefits

281 people received 1-on-1 support to connect to medical services

91% of newly-diagnosed clients at SFAF were linked to medical care
SOCIAL SUPPORT

We cannot end the HIV epidemic in San Francisco until all communities have equal access to health care, housing, education and social support.

In San Francisco, African-American and Latino men have the highest rates of new HIV diagnoses and the lowest rates of viral suppression of any racial/ethnic group. Transgender and gender non-binary individuals experience high rates of HIV transmission and have lower rates of viral suppression, and 65 percent of people living with HIV are over age 50.

Our teams provide social support, health education, housing advocacy, and case management services in safe and supportive spaces that center Black and Latinx communities, transgender and gender non-binary people, and long-term HIV survivors over age 50. Our teams work across program areas to ensure that clients have access to the entire spectrum of services offered by the foundation.

347 long-term survivors gathered to attend sessions on aging with HIV, cultural events, service and volunteer projects, and advocacy activities through the Elizabeth Taylor 50-Plus Network

151 trans and non-binary people joined groups, workshops and trainings focused on resilience and building community

3,823 meals were provided during Latino Programs events

159 individuals received testing through partnerships with Black Brothers Esteem and the DREAAM Project
We champion evidence-based HIV/AIDS policy at the local, state and federal levels, fighting every day to protect the human rights of people at risk of and living with HIV.

2018 brought both unprecedented policy challenges and windows of opportunity. Attacks on federal funding for HIV programs and on the Affordable Care Act threatened millions of lives. In Sacramento, lawmakers debated and ultimately passed a bill that would have allowed San Francisco to pilot overdose prevention services. Locally, voters overwhelmingly voted to tax corporations making over $50 million in revenue annually in order to double the budget for housing.

Federally, our policy team served on the End of HIV/AIDS Community Plan team, which will influence federal policy and funding updates to the National HIV/AIDS Strategy and the End of HIV Plan, developed by the Trump Administration.

Our team increased awareness of the effectiveness of supervised consumption services (a.k.a. overdose prevention programs) through community educations events in San Francisco, and made tremendous strides in securing legislative support for AB 186, which would have authorized a pilot program in San Francisco. Ultimately, AB 186 was vetoed by Governor Brown, but we look forward to trying again in 2019.

In 2018, our team also worked to expand California’s PrEP Assistance Program so that more people across the state can access PrEP. And, we helped organize a statewide coalition of more than 130 organizations to call on Governor Newsom and the state legislature to convene a taskforce to end the HIV, hepatitis C (HCV) and STD epidemics in California.

Our public education initiatives brought information about viral suppression, HIV stigma, PrEP, sexual health and the latest news on HIV to audiences across the globe. Last summer, Douchie, our “spokescharacter” for anal health, brought a taboo topic into conversations for thousands of website visitors, and led many to services available at Strut.
$5 million increase to hepatitis C funding for the Centers for Disease Control and Prevention (CDC)

$19 million increase in the Housing Opportunities for People with AIDS (HOPWA)

Secured a $5 million increase in HIV prevention funding in California

More than 300 letters of support were sent to Governor Brown in support of AB 186 by members of our advocacy network

3.6 million visitors read about HIV health and new research on one of our websites in 2018

Sexual health FAQs about PrEP created through the Building Healthy Online Communities initiative were viewed nearly 1 million times by U.S. users of the Grindr app
OUR LOCATIONS

We provide services through three main sites in SoMa, Mid-Market/Tenderloin, and the Castro neighborhoods, through our mobile testing unit, and in several pop-up sites around San Francisco.

Strut
6th Street Harm Reduction Center
1035 Market Street
Mobile Testing
Satellite Outreach Sites
STRUT

Strut, our health and wellness center in the Castro, provides a center for sexual health services, substance & behavioral health groups and 1-on-1 counseling, social support programs and community events.
At the 6th Street Harm Reduction Center in the SoMa/Tenderloin neighborhood, community members can participate in drop-in programming and groups, health assessments and counseling, HIV/HCV testing and navigation as well as HCV treatment. Sterile syringes are available at the Harm Reduction Center which also serves as a main location for proper disposal and collection.
1035 MARKET STREET

Our main office at 1035 Market Street is home to several social support activities, sexual health services, substance and behavioral health programming, as well as our engagement & retention, operations, finance, marketing and fundraising teams.
MOBILE TESTING

Mobile HIV/STI testing lowers barriers to sexual health care by providing services outside traditional business hours in locations not served by brick-and-mortar clinics. Our mobile testing unit visits parks, bars and community centers around San Francisco. With mobile testing, our teams are able to reach priority community members and build partnerships with other community organizations.
One of the main principles of harm reduction is providing low-threshold, compassionate services that “meet people where they are at” without judgement. Our satellite syringe access sites allow us to do just that: Our teams operate in 6 different sites throughout the community at various times during the week. Our Syringe Pick Up Crew works to keep San Francisco safer for everyone by picking up improperly discarded syringes from neighborhoods across San Francisco. The team is available to respond to community reports 84 hours per week.
OUR PARTNERS

We are stronger together. Working alongside dozens of community partners who share our goals, we are able to broaden the impact in our communities.

PARTNER SPOTLIGHT

In 2018, we served thousands of injecting and non-injecting drug users—many experiencing homelessness or housing insecurity—with critical health and syringe access services through our collaboration with Glide, Homeless Youth Alliance, San Francisco Drug Users’ Union and St. James Infirmary as part of the Syringe Access Collaborative.

With funding from the San Francisco Department of Public Health (SFDPH) Community Health Equity & Promotion Section and in partnership with the Street Medicine team and other SFDPH departments, we substantially increased our street-based outreach, safer disposal services, low-threshold medication-assisted treatment, substance use counseling and treatment referrals, overdose prevention and Naloxone distribution and hepatitis C testing and treatment.

We are grateful to our Syringe Access Collaborative partners for continuing to prioritize the health and dignity of people who inject drugs and use substances in our community with passion and with empathy.
OUR COMMUNITY PARTNERS

The impact of our work would not be possible without collaborations with dozens of community partners.
OUR SUPPORTERS

We are grateful for the strong support of our donors, event participants, corporate and institutional partners and volunteers. Their contribution not only makes our work possible, it affirms our belief that we can achieve our goal of zero new HIV infections, zero AIDS-related deaths and zero HIV stigma.
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The generosity of our individual donors not only makes our work possible, it affirms our belief that we are in it together. San Francisco AIDS Foundation acknowledges the leadership and commitment of those dedicated to empowering our work.

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Clinton Yara
Linda Yates
Jonathan Yim
John Young
Paul Young
Kevin Young
Alfred Yue
Peter Zajchek
Albert Zecher
John Zigrang
Jeff Zimman & Ken Ruebush
T. G. Zimmerman
T. G. Zimmerman
R. Keith Walton
Jill Wehrly
Stephen Weir
Jan Wexner
Andrew Wheeler
Faith Wheeler
Greg Whitaker
Anna White
Isabel White
Jesse White
Matthew White
Todd White
Jeffrey Whitman
Jill Wehrly
Stephen Weir
Jan Wexner
Andrew Wheeler
Faith Wheeler
Greg Whitaker
Anna White
Isabel White
Jesse White
Matthew White
Todd White
Jeffrey Whitman
Ron & Alex Whitney Lam
Casey Whittley
Judith Wilber & Robert Miller
Collin Wilkerson
Angel Wilkes
David Williams
Ryan Wilson
Shannon Wilson
James Winslow
Joseph Woford
Chandler Wonderly
Maria Wong
Brady Wood
Catherine Worthington
Roger Wu
Robert Wygand
John Yang
Clinton Yara
Linda Yates
Jonathan Yim
John Young
Paul Young
Kevin Young
Alfred Yue
Peter Zajchek
Albert Zecher
John Zigrang
Jeff Zimman & Ken Ruebush
T. G. Zimmerman
R. Keith Walton
Jill Wehrly
Anonymous
FIRST CITY CLUB

San Francisco can be the first city to achieve zero new HIV infections, zero AIDS-related deaths and zero HIV stigma. The First City Club is a community of our major donors whose members contribute $1,000 or more directly to the Annual Fund, ensuring ongoing direct services to clients. First City Club members receive special invitations to events and discussions hosted by San Francisco AIDS Foundation.

CURE GROUP: $10,000+
Wendy Jordan
Maja Kristin
Dr. Frank Duff & John Okuloski

ADVOCACY GROUP: $5,000–$7,499
Paul Asente & Ron Jenks
Wolfgang Giesecke & William Vastardis
Andrew Goode
Heather Hanly & Daniel Purcell
Neil MacPhail
Lorna Thornton
Anonymous

TREATMENT GROUP: $2,500–$4,999
Tarick Bedeir
Jennifer & Steven Bermudez
Debora & Christopher Booth
Richard Hoffman
Leslie Strauss
Russell Wood

PREVENTION GROUP: $1,000–$2,499
Celestine Armenta
Ben Armstrong
Andrew Belschner & Thomas DiRenzo
Christopher Benson
Dr. Mark Benyunes
Norbert & Inger Bischofberger
Robert Bodzin
Richard Boudette
James Bowler
Edward & Jan Brown
Richard & Gina Asaro Busalacchi
John Carlson
Denis Carrade
Leona Chanin
Ann Chiga
Joseph Cincotta
Timothy Cook
Michael Cooper
James Crumbacher
Sharon Dillon
Joshua Edwards
James Ely
Dr. Milton Estes
Richard Fiory
Michael Flynn
Leo Fontana
Jean Zofia Frisbie Edwards
Michael Furlow
Ferdinand Garcia
Gloria Getty
Jonathan Gibbons
Richard Gobler
Randall Goetzl
Allan Gold
Kenneth Goldman
Susan & Sidney Goodwill
Marian & William Gould
Carolyn & Robert Hall
Stanley & Monica Hayes
Rev. Edward Holterhoff
Dennis Hopkins
Patricia & Randall Horton
Josiah Johnson
Lon Justice

Athenasios Kasapi
Franklin Ching & Charley Kearns
Kurt Krebs
Valery Lanyi, MD
Matthew Lawrence
Eun Kyu Lee
Jeffrey Leider
John LePage
Barry & Marie Lipman
Tiffany Loci
Reed Loden
Philip Lucas
Jeffrey & Susanne Lyons
Adam Maketansky
Mark Manasse & Janet Mohle-Boetani
Luciana Mazzola
Patrick McCleskey
Elizabeth McCormick
Mr. Michael Mchane
Nicholas Medina
Dennis Meiss
Richard Miller
Ms. Joyce Milligan
Jean Mitchell & Frederick L. Cannon
Sharon Mullen
Rudolph Muller
Regina Myers
Kenneth Nehermer
Jack Padovano
Sean Livingston & Jeremy Pelkey
Eduardo Perez
John Plane
Kenneth Powell & Rona Foster
Arthur Rangel
Nageswara Rao
Kevin Reed
Jose Resendiz
Walter Rieman
William Robinson
John Roese
Ty Rollins
Russell Roybal
Charles Russell
Schlesinger
William Hebert & Lori Schechter
Michael Schembri
Nancy Scherr
Brian Schultz
Renee & Philip Seay
Andrew Shore
David Slattengren
Kevin & Laurel Smith
Ron Smithson, Jr.
Jo Ann Sroda
Richard & Jo Anna Strawbridge
Thomas Tarnowski
Dylan Thom
Christopher Thompson & Yves Zsutty
Mr. Jeffrey Trescott
Joseph Urbanski
Adam Wand
Patrick Ward
Judith Wilber & Robert Miller
Peter Zajichek
Anonymous
PARTNERS IN CARING

Ongoing monthly contributions provide an important source of year-round funding in support of our work. The following list recognizes members of Partners in Caring who made recurring gifts totaling $500 or more in 2018.

$2,500+
Kenneth Okin

$1,000–$2,499
Bruno Delagneau, MD
Nicholas & Jean Hall
George LaBelle, Jr.
Barbara Paine
Michael Phillips
Joshua & Abigail Sassoon
Ian Stockdale
T. G. Zimmerman

$500–$999
Kathleen Ahrens
Dean Basilio
Steve & Bobbie Benninga
Marlis Branaka
Christine Chan & Stanley Chan
Craig Claussen
Debra & Earl Comer
Mary Ellen Curtis
Thomas Dean
Tracie Decker & James Decker
Lillian Fireside
Megan Goldman
Russell Hurley
Rick Jarvis
Ellice Kaminsky
Mark Kornmann

David & Robin Lee
Anne Loftis
Linda & John Lyons
Nicole Moreno
Merrysue Mosconi
Kirk Nass
Charles Niemoth
Sara Scott
James Scott Sinnott & Irina De Fischer
Gene Tate
Juli Ann Todd
Patricia White
Sanford & Martha Ann Wishnev
Paula Zwagerman
Anonymous
LEGACY SOCIETY

Members of the Legacy Society have honored San Francisco AIDS Foundation by including us in their estate plans. We gratefully acknowledge the receipt of legacy gifts from the following estates made in 2018.

- Patricia H. Anderson Living Trust
- John H.J. Cashman
- Lawrence H. Cook, Jr.
- Walter Robert Ems 2005 Revocable Inter-Vivos Trust
- The Vivian Leigh Forde Trust
- Marie M. Gesicke 1993 Revocable Trust
- Alice M. Gonnerman
- The Dianne K. Harding Trust
- Gary Allen Kean
- The Beate Mohr 1995 Revocable Trust
- Dale Stancliff
Year round, events like AIDS/LifeCycle, Dining Out For Life, Santa Skivvies Run and Do It Yourself Events bring the broader community into our efforts to end AIDS. These events raise awareness around what HIV means today, how our community is driving progress forward and how each of us can play our part in making that progress possible.

**AIDS/LifeCycle**  
**Dining Out For Life**  
**Santa Skivvies Run**  
**Do It Yourself Events**
AIDS/LifeCycle is a seven-day, 545-mile bike ride from San Francisco to Los Angeles.

In 2018, AIDS/LifeCycle participants and donors raised $16.7 million for the HIV-related services of San Francisco AIDS Foundation and the Los Angeles LGBT Center.

10K CLUB
Thanks and congratulations to AIDS/LifeCycle participants who raised $10,000 or more.

Brian Abascal
Steven Abbott
Frank Adair
Will Ajoy
Harley Alaniz
Sang An
Kenneth Aron
Tony Asaro
Nicholas Augustinos
Sam Ballew
Robert Bonthrick
Richard Bennett
Christopher Berini
Jeff Bharkhda
Michael Boorstein
Gene Boyle
Billy Bradford
Jason Braga
Donald Brown
Michael Brown
Scott Butcher
Tommy Byrd
Andrew Caldwell
Robert Carstensen
Kevin Caudill
Mary Cha-Caswell
Brett Lucey
Paul Chung
Ed Colligan
Ken Cook
Art Desuyo
Mike Dickman
Dan Dobson-Smith
Nick Domitrovich
Adam Dubinsky
Philip Dwelle
Stephen Engblom
Joanne Engel
Dan England
Matthew Epstein
Jim Ernst
Patrick Fagan
Billy Farrer
Jessica Fisher
Mary Ford
Vaughn Frisby
Jimmy Gale
Spencer Garrett
Tim Geoghegan
Judy Gerber
Garland Godfrey
Mooney Gower
Trey Graham
Jonathan Grantham
Roman Gronkowski
Carlos Guzman
Ellen Hailer
Dustin Hart
Tim Hayden
Carol Hedges
Eyan Hempler
Andrew Hindman
Ron Hirsch
Joe Hollendoner
Jeffrey Huang
Jay Jeffers
Bob Katz
Elizabeth Keyes
Brooke Kimbrough
Michael Kinsley
Curt Kirschner, Jr.
Cheyenne Kratz
Alex Lau
Georg Lester
Mat Lindstedt
Erick Lopez
Lorn Lee Lown
Sasha Madfes
David Malespin
Matthew Marquis
Jon Marshack
Irene Martinez
Max Mason
Ned McIver
Nik Medrano
Paul Miller
Andy Miller
Otis Morgan
Ian Morich
Wendy Nemeroff
Yen-Thao Nguyen
Donald Novo
Charles Packer
Alvin Paez
Raymond Palko
Jamie Pearlstein
Liz Pesch
Everett Phillips
Michael Purdy
Ed Quick
Daniel Quinlan
Robert Quon, MD
Francisco Ramirez
Cruz Ramirez
Lance Relicke
Herbert Repp
Daniel Ritley
Adam Q. Robinson
Richard Roothman
Adrienne Rowell
Eric Rozendahl
Ken Ruebush
Maninder Sagoo
Joel Sale
Jaime Sanfelippo
Jeremy Scheffe
Darren Schreiber
Shawn Silver
Jordan Smith
Vincent Sparacio
Lois Springsteen
Eric Stahl
Harry Stark
Scott Stebleton
Joshua Stein
Lisa Sterman, MPH, MD
Eire Stewart
Dori Storbeck
Marek Szeszycyki
Alex Talori
Leslie Thiel
Sonja Thieme
Bill Tickner
Holotta Tymes
Edward Viljoen
Aaron Walter
Jan Wexner
Ryan Wilson
Bear Witherspoon
Eric Wong
Ken Yeager
Jeremy Yost
AIDS/LIFECYCLE DONORS
Our generous supporters who donated $2,500 or more to AIDS/LifeCycle.

$10,000+
Robert Blitzer
Billy Bradford
Ed Colligan
A.P. Fritts
Milledge Hart
Eyan Hempler
Janet Loring
Matthew Marquis
Jennifer Maxwell
Mark Oliver
Scott Patterson
Linda & Jack Pearlstein
Michael Purdy
Robert Quayle
Alex Sloan
Lucinda Southworth
Aaron Walter
Anonymous

$7,500–$9,999
Steven Abbott & James Stephens
Robert Carstensen
Victor Martinez
Nathan Maughan
Maggie Monroe
Kat Palermino
Ed Quick

$5,000–$7,499
Stephen Andrews
Marc Boroditsky
John Brown, Sr.
Stephen Engblom
Joanne Engel
Rachel Frazier
Tim Geoghegan
Nick Giovanni
Jacob Jennings
George Larribas & Ed Hornberger
Louis Lin
Matin Noorabakhsh
David Risher
Gareth Rose
Cameron Smith
James Stephenson
The Ralston Family Fund
Garrett Tillman
Doyle White
Dwight Wilson

$2,500–$4,999
Patricia Allgeyer
John Anderson
David Andrade
Jacquelyn Baugher
Mark Belshaw
Jeff Bharucha
Gregory Block
Timothy Bogan
Randall Bosetti
Douglas Brooks
Julie & Mike Brown
James Camou
Stan Carrico
Valerie Caruso
Brian Cassmassi
Gabriel Caswell
John Celenza
Darrin Chambers
Martin Checov & Timothy Bause
Scott Clinkenbeard
Victor Colborn
Derek Collison
Brian Conaghan
Diana Cordio
Scott Corrigan
Kerry Cullen
Timothy Denike
Mike Dillon
Phil & John Dinapoli
Matthew Duran
Patrick Fagan
Robert Felson
Liz Farrow
Jason Forbis
Mary Ford
Kyle Fukuchi
Neil Fullagar
Tom Perrault & Sal Giambanco
Thomas Gill
Daniel Gordon
Basil Green
Stephen Harten
Jessica Hastings
William Heilman
Scott Herbst
Ron Hirsch
Philip Hodges
Roger Hoffmann
Joe Hollendoner & Bill Marsland

$2,500–$4,999
Karen Moreland
Michael Moreno
Jacob Morgan
Lisa Nakamoto
Lorena Navarro
Monique Navarro
Aimy Ngo
Gary Nichols
Donald Novo

Kathy O’Brien
Donald O’Grady
Louis Perez
Andrew Philips
Kenneth Plough, II
Peter Polash
Brian Popplewell
Robert Puccini
Daniel Quezada
Ruxandra Radu-Radulescu
Eric Rozendahl
Anicia Santos
Jeremy Scheffee
Mike Schmitt
Charles R. Schwab
Stephen Shireffs
Joshua Shupe
Denise R. Sobe
Wayne P. Springsteen
Eric Stahl
Robert Stahl, Jr.
Shelby Stark
Claire Stull
BeBe Sweetbriar
Paul B. Tan, DMD
The Hollingsworth Family
Michael Vanni
Tommy Wiles
Lisa Williams
Ryan Wilson
Jeremy Yost
Kyle Zink
Anonymous
DINING OUT FOR LIFE

Each year, dedicated volunteers host participating restaurants for Dining Out For Life San Francisco. These Ambassadors share information about San Francisco AIDS Foundation programs and services and raise critical funds for our work.

Thank you to the 2017 Dining Out for Life Ambassadors and donors for their commitment to the cause.

AMBASSADOR TEAMS: $5,000+
Steven Abbott, Chip McAllister, Gary Snow & Jim Stephens
David Cowell & Peter Ohm
Joe Hollendoner & Sean Harris
Fredo Silva & Melissa Lewis
A.J. Summa & Russell Roybal

AMBASSADOR TEAMS: $1,500–$4,999
Christopher Cowen & Dante Reyes
Carter Dyer & Travis Monson
Daniel Fairbanks & Juan Hernandez
Laurie Hane & Matt Marquis
Andrew Hattori & Vaughn Frisby
Aaron Leifer & Jake Bowers
David Shih & Vivian Huang

INDIVIDUAL AMBASSADORS: $5,000+
David Guzman
Peter Ohm
Paul B. Tan, DMD
Maureen Watson

INDIVIDUAL AMBASSADORS: $1,500–$4,999
Steven Abbott
Philip Braddock
David Cowell
Christopher Cowen
Matthew Denckla
Laura Durakovich
Emily Fathey
Daniel Fairbanks
Ferdinand Garcia
Sean Harris

Joe Hollendoner
Leora Lerba
Melissa Lewis
Sean Livingston
Matthew Marquis
Chip McAllister
Travis Monson
Natasha Moses
Bonnie Nozawa
Russell Roybal
Eric Rozendahl
Alfredo Silva
Gary Snow
Lisa Sterman, MPH, MD
Clyde Stormont
A.J. Summa
Christopher Vasquez
Scott Ward
Santa Skivvies Run is a festive one-mile run through the Castro that raises funds for our HIV prevention, support and care services. These participants and donors went above and beyond in 2017, so we extend a very merry thanks to them all!

**PARTICIPANTS: $1,500–$4,999**
- Kevin Atkinson
- Sai-Wing Chan
- Joshua Edwards
- Steffen Gauss
- Christopher Hall
- Jared Hemming
- Steven Huang
- Alex Locust
- Alfredo Silva
DO IT YOURSELF EVENTS

Throughout the year, our supporters create their own opportunities to raise funds and awareness for our work. In 2017, these participants took on the Santa Cruz Triathlon, threw parties for their friends, and for the first time, a dedicated group of runners participated in the San Francisco Marathon as Team SFAF. We are extremely grateful for their significant impact and for the donors who supported their efforts.

PARTICIPANTS: $1,500+
Jason Barnard
Helen Faith
Max Hamilton
Our work counts on support from all parts of the community, especially leaders of business and philanthropy. Our development team works closely with corporate partners to identify partnership opportunities focused on volunteer engagement, programmatic support and much more.

Corporate Partners
Institutional Partners
In-kind Contributions
Campaign for Health & Wellness
CORPORATE PARTNERS

Without contributions from business leaders, we would not be where we are today in addressing the needs of those affected by HIV. We are grateful for the continual innovation and commitment demonstrated by our corporate partners.

$100,000+
Chevron Corporation
Gilead Sciences, Inc.
Google
Anonymous

$50,000–$99,999
Bank of America
Tito’s Handmade Vodka
Wells Fargo

$25,000–$49,999
FedEx Corporation
Janssen Scientific Affairs, LLC
Napo Pharmaceuticals, Inc.
United Airlines

$15,000–$24,999
Adobe Systems, Inc.
Cisco Systems
Facebook
Morrison & Foerster LLP
Uber
Visa International

$10,000–$14,999
AbbVie
Alto Pharmacy
BlackRock
Cycling Sports Group
EY
Gap Foundation
Genentech, Inc.
Hellman & Friedman
IBM
JP Morgan Chase
Netflix
Sports Basement
The Lam Research Corporation
Walgreens

$5,000–$9,999
Airbnb
Atlassian Inc.
Bayer
Bloomberg L.P.
Cornerstone Research, Inc.
E&J Gallo Winery
Eaze
Electronic Arts
Hamilton Group
Hercules Technology Growth Capital, Inc.
Intel
Johnson & Johnson
LinkedIn Matching Gifts Program
McKesson Corporation
Microsoft Corporation
PayPal Giving Fund
PwC
Rigel Pharmaceuticals, Inc.
The Charles Schwab Corporation
Thera Technologies
Walt Disney Company Foundation
Zuni Cafe

OUR SUPPORTERS
INSTITUTIONAL PARTNERS

The continuation of our work relies on the investment of other organizations who share our focus on improving the health and wellbeing of our community. These vital partnerships fund some of our most essential programs and services.

$100,000–$299,999
Salesforce.org

$50,000–$99,999
Kaiser Permanente
Levi Strauss Foundation
M.A.C. AIDS Fund

$25,000–$49,999
Broadway Cares/Equity Fights AIDS
PwC Charitable Foundation
The Coca Cola Foundation
The Richard Grand Foundation

$10,000–$24,999
Chevron Humankind
Ring-Miscikowski Foundation
The PG&E Corporation Foundation
Walmart Foundation
Community Thrift Store
VMWare Foundation

$5,000–$9,999
AIDS Walk San Francisco
America’s Best Local Charities (ABLC)
eBay Foundation
Feather Foundation
GE Foundation
The John and Marcia Goldman Foundation
IN-KIND CONTRIBUTIONS

These companies and businesses have provided goods and services necessary to support and continue the work of San Francisco AIDS Foundation.

$100,000+
McDermott Will & Emory LLP
Morrison & Foerster LLP
NASEN

$50,000–$99,999
CLIF Bar, Inc.
Cycling Sports Group
Grindr
Peet’s Coffee
The Coca-Cola Co.
Southern California University of Health

$20,000–$49,999
American Medical Response
Jakroo
Toyota Motor Sales USA, Inc.

$5,000–$19,999
Boudin Bakery
FedEx Corporation
GoHealth Urgent Care
Nuun and Company
RockTape
Shartsis Friese LLP
Sports Basement
University of California San Francisco
Uber
Uber Health
Volunteers, with their generosity of time and talent, are an integral and indispensable cornerstone to our work. They are committed, passionate and fierce advocates for our mission who are positively and powerfully making our community stronger every day. We are a better organization because of their vital contribution.

Last year, more than 2,400 volunteers contributed nearly 79,000 hours of service to the organization. They provided HIV test counseling, distributed the lifesaving overdose reversal drug Narcan, supported AIDS/LifeCycle riders, assembled hygiene kits and so much more.

Inspired? Learn more about our exceptional volunteering opportunities for individuals or groups at sfaf.org/volunteer.
OUR FINANCIALS

San Francisco AIDS Foundation is committed to ensuring funds are used responsibly and that financial information is made readily available. We are among a distinguished group of charitable organizations that have been awarded the highest rating—four out of four stars—by Charity Navigator, the largest independent charity evaluator in the U.S. A four star “exceptional” rating is given to the top 25% of rated charities for sound fiscal management and a commitment to accountability and transparency.

We are diligent about maximizing the impact of your donation. In 2018, 87 cents of every dollar donated went directly to the life-saving programs and services provided to our clients.

The financial information included here is derived from our audited financial statements for the fiscal year ended June 30, 2018. A complete copy is available at sfaf.org/about-us/financial-information.
# Statement of Financial Position

As of June 30, 2018 and June 30, 2017

$000

<table>
<thead>
<tr>
<th>Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$ 1,910</td>
<td>$ 2,622</td>
</tr>
<tr>
<td>Investments</td>
<td>13,272</td>
<td>12,652</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>5,538</td>
<td>2,279</td>
</tr>
<tr>
<td>Contributions receivable, net</td>
<td>635</td>
<td>624</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>611</td>
<td>572</td>
</tr>
<tr>
<td>Security deposits and other assets</td>
<td>123</td>
<td>125</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>6,379</td>
<td>7,482</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 28,468</strong></td>
<td><strong>$ 26,356</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$ 2,348</td>
<td>$ 2,143</td>
</tr>
<tr>
<td>Accrued payroll and related liabilities</td>
<td>1,427</td>
<td>1,236</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>1,036</td>
<td>1,270</td>
</tr>
<tr>
<td>Refundable advances</td>
<td>161</td>
<td>165</td>
</tr>
<tr>
<td>Capital lease obligations</td>
<td>44</td>
<td>70</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>5,016</strong></td>
<td><strong>4,884</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$ 22,336</td>
<td>$ 19,918</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>696</td>
<td>1,134</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>420</td>
<td>420</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>23,452</strong></td>
<td><strong>21,472</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities & Net Assets**

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$ 28,468</strong></td>
<td><strong>$ 26,356</strong></td>
<td></td>
</tr>
</tbody>
</table>
## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Years Ended June 30, 2018 and 2017
$000

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PUBLIC AND GOVERNMENT SUPPORT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government grants</td>
<td>$15,503</td>
<td>$14,134</td>
</tr>
<tr>
<td>Contributions and grants</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individuals</td>
<td>1,384</td>
<td>1,470</td>
</tr>
<tr>
<td>Corporations and foundations</td>
<td>1,331</td>
<td>1,032</td>
</tr>
<tr>
<td>Donated goods and services</td>
<td>1,393</td>
<td>949</td>
</tr>
<tr>
<td>Special events (net)</td>
<td>8,546</td>
<td>8,102</td>
</tr>
<tr>
<td><strong>Subtotal public and government support</strong></td>
<td>28,157</td>
<td>25,687</td>
</tr>
<tr>
<td><strong>REVENUES AND GAINS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net realized and unrealized gain on investments</td>
<td>$387</td>
<td>$747</td>
</tr>
<tr>
<td>Investment income</td>
<td>223</td>
<td>176</td>
</tr>
<tr>
<td>340B drug pricing program</td>
<td>10,699</td>
<td>4,747</td>
</tr>
<tr>
<td>Other</td>
<td>434</td>
<td>1,391</td>
</tr>
<tr>
<td><strong>Subtotal revenues and gains</strong></td>
<td>11,743</td>
<td>7,061</td>
</tr>
<tr>
<td><strong>Total public and government support, revenues and gains</strong></td>
<td>39,900</td>
<td>32,748</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>$33,183</td>
<td>$27,221</td>
</tr>
<tr>
<td>Fund development</td>
<td>4,155</td>
<td>4,115</td>
</tr>
<tr>
<td>Support services</td>
<td>582</td>
<td>637</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>37,920</td>
<td>31,973</td>
</tr>
<tr>
<td><strong>Transfer of net assets—termination of fiscal sponsorship</strong></td>
<td>–</td>
<td>(177)</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>1,980</td>
<td>598</td>
</tr>
<tr>
<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
<td>$21,472</td>
<td>$20,874</td>
</tr>
<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td>$23,452</td>
<td>$21,472</td>
</tr>
</tbody>
</table>
AT A GLANCE

Year Ended June 30, 2018
$000

SOURCES OF REVENUE
- Private Giving and Other Non-Government Sources $24,397
- Government Grants 15,503
- Total $39,900

EXPENSE ALLOCATION BY FUNCTION
- Program Services $33,183
- Fund Development 4,155
- Support Services 582
- Total $37,920

EXPENDITURES BY PROGRAM AREA
- Sexual Health Services $13,402
- Substance and Behavioral Health Services 9,703
- Linkage & Retention Services & Social Support Services 8,632
- Policy & Public Education 1,446
- Total $33,183